

Message Text

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FM AMEMBASSY BONN

TO SECSTATE WASHDC 4067

AMEMBASSY PARIS IMMEDIATE

INFO AMEMBASSY LONDON

USMISSION USBERLIN

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E.O. 11652: N/A

TAGS: EAIR, FR, WB, US, UK

SUBJECT: CIVAIR: BERLIN - PARIS CHARTERS

REF: A. PARIS 28447 B. USBERLIN 2163 C. BONN 15096

1. SUMMARY: EMBASSY HAS CONTINUED TO EXPRESS US CONCERN OVER GOF'S RESTRICTIVE BERLIN CHARTER POLICY IN BONN CAA FORUM. FRENCH CAA BELIEVES PARIS UNLIKELY TO ALTER PRESENT POSITION. UNDERLYING PRINCIPLE INVOLVED, PRESENT STATE OF PLAY ON LONDON CHARTERS AND RENEWED PAA INTEREST IN PARIS BUSINESS WARRANTS, IN OUR VIEW, MORE FORMAL APPROACH TO THE QUAI AS SUGGESTED BY EMBASSY PARIS. END SUMMARY.

2. PAA'S BERLIN-PARIS CHARTERS HAVE REMAINED ON CAA AGENDA WITH EMB CAA EMPHASIZING THAT US CONCURRENCE IN CORRIDOR CLEARANCES FOR AIR FRANCE "SUPPLEMENTAL FLIGHTS" DID NOT IMPLY OUR AGREEMENT WITH GOF'S APPROACH TO THESE FLIGHTS. FRENCH CAA LASSUS, OBVIOUSLY SOMEWHAT EMBARRASSED BY AIR FRANCE'S TRANSPARENT MANEUVERING, HAS INDICATED THAT PARIS BELIEVED THE ENTIRE BERLIN-PARIS MARKET SHOULD BE RESERVED FOR AIR FRANCE AS THE "DESIGNATED CARRIER. ON THAT ROUTE. DURING MOST RECENT

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EXCHANGE ON SUBJECT, EMB CAA STRESSED POLITICAL

IMPORTANCE OF PROVIDING BERLIN TRAVELLING PUBLIC WITH AS BROAD A RANGE OF AIR TRAVEL OPPORTUNITIES AS ENJOYED BY THE RESIDENTS OF OTHER CITIES. THIS, OF COURSE, INCLUDED RELATIVELY LOW-COST CHARTERS, WHICH PLAY AN IMPORTANT ROLE IN MOST AIR TRANSPORT MARKETS. IN RECOGNITION OF THIS ALLIED OBLIGATION, THE US HAS, FROM TIME TO TIME, TAKEN DECISIONS COUNTER TO THE IMMEDIATE COMMERCIAL INTERESTS OF PAA, OUR PRINCIPLE CARRIER ON THE BERLIN SERVICES -- FOR EXAMPLE, OUR SUPPORT OF AEROAMERICA'S BERLIN ACTIVITIES.

3. WE FULLY APPRECIATE THE POLITICAL IMPORTANCE THE GOF ATTACHES TO THE COMMERCIAL VIABILITY OF AIR FRANCE'S BERLIN SERVICES. BASED, HOWEVER, ON OUR MOST RECENT OBSERVATIONS (REFTEL B), AIR FRANCE'S TECHNIQUE OF INTRODUCING ADDITIONAL SCHEDULED CAPACITY ON A TEMPORARY BASIS AT SCHEDULED PRICES HAS FAILED TO SATISFY FULLY BERLIN DEMAND FOR ECONOMICALLY PRICED CHARTER PACKAGES TO PARIS. WHILE WE NOTE SOME IMPROVEMENT IN AIR FRANCE'S BERLIN-PARIS SEAT FACTORS, DUE IN PART, NO DOUBT TO INCREASED BUSINESS FROM UNGER, THERE REMAINS A VALID COMMERCIAL BASIS FOR SOME DEGREE OF PAN AMERICAN-OR OTHER CARRIER - PARTICIPATION IN THE PARIS CHARTER MARKET.

4. LASSUS COMMENTED THAT SOME ADVANTAGE MIGHT BE GAINED BY CONTINUING TO PRESS IN PARIS ON THIS ISSUE, ALTHOUGH HE CONFIDED HE WAS NOT SANGUINE THAT THE SGAC WOULD BE MORE FORTHCOMING. COMMENT: PAN AMERICAN'S INTENTION TO OPERATE FOUR CHARTER FLIGHTS TO PARIS AT THE END OF THE YEAR, REPORTED IN REFTEL A AND CONFIRMED HERE BY PAA, OFFERS GOOD OPPORTUNITY TO PURSUE THIS MATTER FURTHER. WE BELIEVE NOTE OR AIDE MEMOIRE, AS SUGGESTED BY EMBASSY PARIS, WOULD BE USEFUL TECHNIQUE FOR PUTTING US CONCERNS ON RECORD (SUCH A WRITTEN STATEMENT WOULD ALSO PROVE USEFUL IN DEMONSTRATING TO THE BRITISH THE IMPORTANCE WE ATTACH TO BERLIN CHARTER ACTIVITIES). AT THE SAME TIME WE WILL INFORM FRENCH CAA OF PAN AMERICAN'S PENDING APPLICATION AND SEEK TO ENLIST FRENCH EMBASSY'S SUPPORT FOR APPROVAL OF THESE FLIGHTS WHICH LIMITED OFFICIAL USE

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CLEARLY WOULD HAVE VERY LITTLE IMPACT ON AIR FRANCE'S INTERESTS.
HILLENBRAND

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